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Thomas G. Gallagher Broker Associate General Manager

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Have your meeting close to the end of the regular day to make it convenient for your prospects to attend. Follow up all likely candidates with phone calls or letters. Be prepared for all eventualities. Look into your district and division and invite someone or two who can add some credence to our meeting – perhaps they will make a small presentation. The control of this meeting should remain with the club personnel so the new prospects will be impressed with the interest the club has in this entire function. The first step is now. Pick your committees, get a date and move on it.

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If you have any questions please call: 718 259-9679 or email: NYKIWESK@aol.com